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Its Merchants and Manufacturers Are "ON THE JOB"
They Are Growing With the City and Its Suburbs

Facilities are being proportioned to advanced requirements of an increasing trade. New road opened; new buildings; enlarged equipments in manufacturing, wholesale and retail business. Everybody working together for the common good, knowing that BROOK AVENUE was intended, should be, is now, and will continue to be, one of Richmond's foremost trade centres.

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A business established in 1838, and which, being succeeded to in 1881 by W. G. Mahone, has increased 900 per cent.

Wholesale and Retail Dealer in
**Groceries, Feed,
Fertilizers and Seeds.**

Separate stores for each line. Caters to both country and city trade.

Now in stock and ready for prompt delivery, complete lines of Cow Peas, Crimson Clover, German Millet and Sorghum; also, all other Seeds for summer and fall sowing.

Phone 1086

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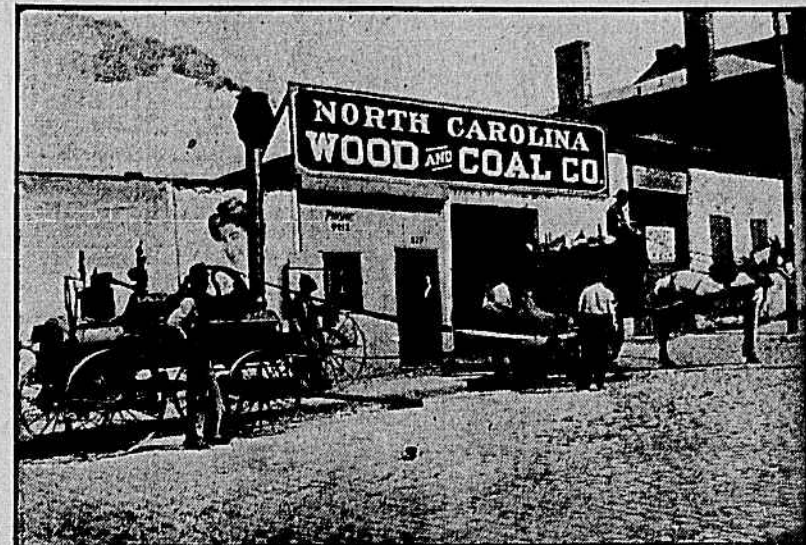
We have every facility to compete in price and delivery for city trade.

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North Carolina Wood & Coal Co.

A. S. Outland, Mgr.

827-833 Brook Ave.



URBANNA, DOWN ON THE RAPPAHANNOCK

(Continued from First Page.)

mond, and it is going to have one of some kind before the twentieth century is much older. It is to Richmond's discredit that the road is not now in operation. The splendid trade of this rich section goes to Baltimore, nearly a hundred and fifty miles away, simply because it can't get to Richmond, only fifty-nine miles away. A road can be built from Urbanna to Richmond as cheaply as a line can be put down on the plains of Texas. I have ridden over the route in a buggy and know whereof I speak. The heaviest expense to be encountered would be in the bridging of the Mattaponi River at Walkerton or Aylett. The bridging of the Pamunkey River farther on would not amount to much. The remainder of the fifty-nine miles is as level as a floor, comparatively speaking, and would require only inexpensive grading. The merchants of Richmond could well afford to build this fifty-nine-mile road themselves, for it would give them a valuable trade from the counties of Middlesex, Essex, Caroline, King and Queen and King William that now goes by water to Baltimore. Then, too, a vast trade would cross the river at Urbanna from the Northern Neck counties and go to Richmond by rail. If this fifty-nine-mile road cannot be built Richmond city and the Southern Railway could well afford to build an eighteen-mile road from Urbanna to West Point. This might be a first-class heavy electric line, the cars crossing the Mattaponi at West Point on ferry-boats. The town of Urbanna alone would support such a road, to say nothing of the business that would flow to Richmond via West Point from Middlesex and King and Queen counties. The people of this section intend to have this road at no distant day. The Board of Trade of Urbanna and West Point have active committees at work on the trolley line scheme and very soon they will be in Richmond to ascertain what the Chamber of Commerce and the people of Richmond propose to do about it.

The people in this section have always thought that Richmond has treated them badly in not helping them build a railway of some kind, and they have cause to think so. Why Richmond thus stands in its own light and lets the valuable trade of this rich section go to Baltimore they do not understand, and they are going up there before a great while to try to find out about it.

Ample Water Transportation. With its daily steamboats and its sail vessels galore, Urbanna has enough transportation of its kind, but it is by water, is necessarily slow, and, as before shown, it is largely in the hands of an arrogant monopoly, and the people are bound to trade altogether with Baltimore, when they ever

have desired, and now prefer to trade with Richmond.

Notwithstanding the drawbacks in the matter of transportation the town has always been, and is now, a splendid trading point, and has also become a manufacturing point of considerable importance and is now offering special inducements to new enterprises and various manufactures.

Urbanna has for many, many years done a large business in oysters, fish and hard and soft-shell crabs. That was in years ago its principal business with the outside world, but in later years it has become the centre of an immense trucking business. The lands of Middlesex county for ten miles back bring English peas, sweet and Irish potatoes, asparagus, lettuce, beet, corn and all manner of truck, together with strawberries, raspberries, blackberries, etc.

These vegetables and fruits come early and in the shipping season for them there are no busier places in Virginia than the wharves of this town—and with the exception of a few lots that go to Norfolk, everything is shipped to Baltimore.

Lumber and Mercantile Business. Within the past few years the lumber industry has become immense, there being within ten miles of the town not less than twenty sawmills, which prepare lumber for the outer markets, and bring it here for shipment by sail vessels to Baltimore, of course.

The lumber trade of Urbanna may be summed up in a few figures. Five million feet of sawed lumber go from this harbor annually, and in addition 10,000 railway crossties and 1,500 cords of wood. Ten sail vessels of a hundred tons and over capacity, owned by people on Urbanna Bay, are regularly employed transporting lumber, hay and other products of the soil, besides numbers of vessels that make special trips from other points to load the same. The Urbanna-owned vessels only bring here and to Norfolk, Baltimore and Philadelphia. Occasionally one goes up the James River to City Point and Richmond.

The ten mercantile establishments here do a business of from \$75,000 to \$100,000 per year, their trade being confined to a space of ten or a dozen miles around.

One That Trades With Richmond.

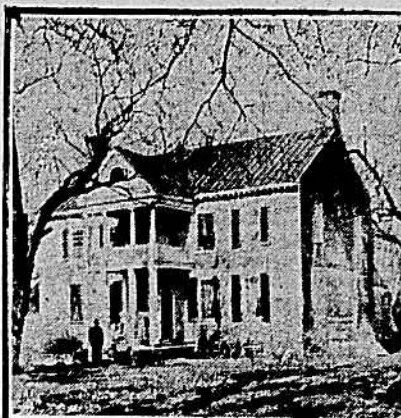
The manufacturing enterprises that are doing well here are, of course, such as find the raw material right at hand and cheap. The large cannery of J. W. Hurley does a tremendous business, and is the one establishment of the town that trades with Richmond. The Cannery is one of the best equipped in the State. During the three months of the canning season the factory works seventy-five to 100 hours, and all kinds of vegetables are canned, although the larger product is of tomatoes. The factory has a capacity of 15,000 cans per season, and when crop conditions permit, it is worked to its fullest capacity. These tomatoes are raised within ten miles of the town, and the farmers find their cultivation very profitable. Mr. Hurley disposes of the output of his cannery in Richmond and ships by sail vessels to City Point, from which places tugs take his vessels to the Richmond wharves. When the canning season is over the plant is used in the oyster business, and from October to April thousands of bushels are shucked therein and shipped in ice to Western and Northern markets via Baltimore. While Mr. Hurley has his own profitable oyster beds, he does not confine his shipments to them. He buys the product of ten or a dozen oyster planters, who take the bivalves from the waters of the Rappahannock River and Urbanna Bay near the town.

Money in Oysters and Crabs.

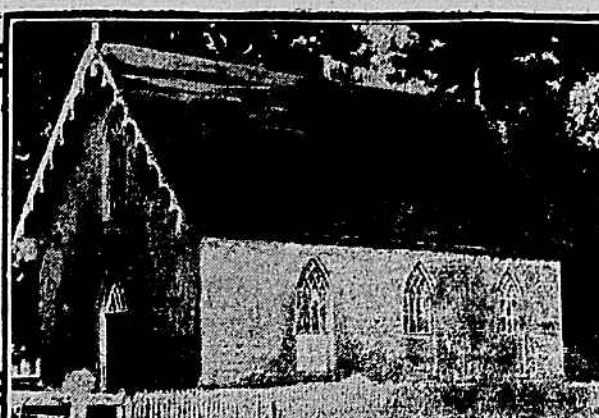
Other planters make large shipments from here, mostly to Philadelphia and other Pennsylvania markets. The oyster business brings to Urbanna about \$150,000 annually of good Western and Western money. In addition, nearly or quite as much business is done from here in the catching and shipment of fish and the hard and soft-shell crabs. The hard-shell crabs go almost altogether to Baltimore, while the softs go mainly to the packing houses at Crisfield, Md., from which point they are distributed throughout the West.

The Urbanna Packing Company, of which George W. Wagner is the sole proprietor, is also a vegetable cannery, employing sixty hands in the canning season. Mr. Wagner started this cannery here a few years ago in a small way, and has built up a large business, working the factory to its fullest capacity. Being asked why he does not enlarge the factory and double its capacity, he simply said: "Lack of capital, find me a moneyed partner and I will offer him inducements to come and help me do that very thing." Mr. Wagner ships his output to Baltimore, New York State points and the West.

RESIDENCES IN URBANNA



LANDSDOWNE - BUILT IN 1701



EPISCOPAL CHURCH - BUILT IN 1650



RESIDENCE OF W. H. RYLAND



RES OF B. GARLAND WEAVER

J. W. Hurley maintains a first-class splendid brick factory, overlooking the Rappahannock, the very latest machinery has been installed and sixty busy operatives, mostly women and girls, turn out overalls and working coats of the very best quality.

The product of the factory is sold in the South mainly, but some of the goods are disposed of in Philadelphia. The payroll of this factory is about \$1,000 per month, and would be twice that amount if the operatives could be secured, for the factory cannot come near filling the demand for its goods. All the young women who can be employed here are now at work, and at least forty more would be given employment if they were here or would come.

The Urbanna Manufacturing Company also runs what is claimed to be, and I guess is, the largest excelsior factory in Virginia, possibly the largest in the South. Certain it is that the claim of the management that it is the most extensively equipped establishment of its kind in the country can be substantiated. The factory has a capacity of ten cords per day. That is in a day it cuts up ten cords of old field pine or the odds and ends of old field pine trees and converts them into ten tons of superior excelsior, which is sold to furniture-makers and wagon and buggy-makers all over the country. The factory employs twenty-five expert hands.

This factory furnishes the farmers of Middlesex and adjoining counties with a market for their odds and ends of old field pine that could not otherwise be converted into money.

Other Lively Enterprises. G. S. Chiles conducts a miniature ship-yard and does a splendid business repairing ships, putting in masts, sails, etc. He also conducts a planing mill, which does a considerable business locally.

Messrs. Jones & Chownings have recently started the business of manufacturing concrete and cement blocks for building and paving purposes. This business is yet in its infancy, but judging from its wonderful success so far it promises to grow into a manufacturing enterprise of very large dimensions.

The Standard Oil Company maintains here what is probably one of the best paying plants they have in Virginia. It is their distributing point for kerosene and lubricating oils, but their biggest business is in supplying gasoline to boats and launches that ply the river from its mouth to Fredericksburg.

Two pickle factories, which are run by Baltimore capital, furnish the farmers of this section with a market for cucumbers, etc., and the raising of these vegetables has become a giant industry in Middlesex.

Newspaper and a Good Bank. An enterprise that should not be overlooked is the Southside Sentinel, a newspaper and job printing establishment that is successfully conducted by Mr. Walter H. Ryland. Mr. Ryland, who is a lawyer as well as a newspaper man, is one of the ablest writers among the weekly newspaper men in the State. The Sentinel is regarded by the profession and the public generally as

one of the brightest of the Virginia weeklies, and it is certainly one of the most influential. The paper has a large circulation through Middlesex, Essex, King and Queen, Mathews, Gloucester and the Northern Neck counties. Ryland has made money with his paper, and has bought and equipped a complete home for his sterling journal.

The Bank of Middlesex, located in this town, is one of the strongest country banks in the State. Its total assets are over \$200,000, and it does business in a handsome brick banking house of its own that cost with furniture and fixtures, about \$15,000. The capital stock is \$25,000; surplus, \$12,500; deposits, \$162,000; loans and discounts, \$165,000. The officers are Hon. John R. Saunders, president; L. E. Weaver, vice-president; V. Garland Weaver, cashier; L. Newton Weaver, assistant cashier.

Relics of the Dead Past.

Urbanna is a very old town, and there are here some magnificent relics of the dead and dim past. The Episcopalians worship in a church that was originally a courthouse, and was built in 1667. When it was a courthouse a number of Baptists were tried in it for "heresy" and disloyalty to the Church of England, and the old court records show that many of them were sentenced to the lash and to the pillories, and not a few to imprisonment.

There are two brick houses here which were built about the same time, and while they are now residences they were in that early day used as stores and storage houses for tobacco that had been taken in as taxes and was held here for shipment to England.

Another relic of the past is a handsome Colonial home "Lansdowne," in which Mr. Benjamin Upton resides. "Lansdowne" was built in 1701, and was at one time the property of "Light Horse" Harry Lee, having been given him by an uncle. It is now owned and occupied by Mr. Upton. All of the modern improvements have been made on the interior, the exterior, including the magnificent grove, in which the mansion stands, retaining the Colonial appearance.

New High School Building. Urbanna has a splendid high and graded school, but the people are not satisfied with the building, and they have just voted to erect a new schoolhouse and equip it thoroughly.

It is expected this building will be completed in time for occupancy next fall, when six teachers will be put in charge of the school. The new building is along the line of consolidation of smaller schools into better and larger ones, and when the new building is completed a wagon train of pupils several miles will be inaugurated.

There are three churches in the town—Baptist, Methodist and Episcopal. All except the Episcopalians worship in new church buildings.

There are also three private homes, parsonages, and the first named have just, with the aid of the town's people generally, bought another handsome parsonage, which will forever hereafter be the home of the presiding elder of the Rappahannock District.

The secret orders flourish here, the Masons, Odd-Fellows, Junior Order of American Mechanics and Modern Woodmen of America having lodges with large memberships. The Masons own a handsome little temple, which has a town hall attachment.

Fine Water From Artesian Wells. Urbanna has just voted a bond issue of \$8,000 to put in a water and sewerage system. Such a system can be put in for less money than in any town I know of, for there is here an abundant supply of splendid water from artesian wells of from 240 to 800 feet in depth.

There are nine of these wells within the corporate limits, and two of them have a constant and strong flow of from 80 to 100 gallons per minute. The larger one will supply the town, and the other eight will throw the water into a steel tank high enough to give the water a fall that will be ample for fire-fighting and for all other purposes.

Urbanna is a summer resort that is much enjoyed by people who come here from Baltimore, Philadelphia and Richmond. The Hotel Nelson, at West Urbanna, has accommodations for seventy-five summer visitors, and is always crowded. The Burton and the Ross Houses, in Urbanna proper, are also filled to overflowing all of the summer season. The facilities here for boating, rowing, yachting, bathing and fishing are unsurpassed, while the splendid breeze that constantly blows in from the Chesapeake Bay keeps off the mosquitoes, and these are the things that are so attractive to summer visitors. Not less than a dozen gasolene launches, some of them of very large size, are owned in Urbanna, to say nothing of the fleets of sail and row-boats, and every facility for aquatic sports is to be found here.

Magnificent Stock Farms. I will in a future letter tell some-

thing more of the fertile and valuable lands of that part of Middlesex county adjacent to Urbanna. They are cheap, and Northerners are beginning to find out about them. State Senator J. Henry Cochran, of Pennsylvania, a man said to be worth many millions, has purchased the magnificent Rose Gill estate, just across the bay from here. He found it in a rather run down condition, but he has improved it in various ways and made it one of the most magnificent as well as one of the most profitable stock farms this side of Kentucky. Mr. Cochran makes "Rose Gill" his summer home, which is generally crowded with visitors, who come down to enjoy the wealthy gentleman's hospitality and to go yachting, boating, etc.

The splendid estate of 2,000 acres within three miles of this place, and known as "Corbin Hall," has very recently been purchased from Hon. John G. Dew, Second Auditor of the State, by Mr. Charles A. Tucker, a wealthy New Yorker.

Mr. Tucker is said to have paid \$45,000 for this property, and proposes to make it a stock farm for profit. What these people are doing others can do, and there is fine opening here for a live and wide-awake real estate agent to let the world know all about it.

Taken altogether Urbanna is a good town, and that manufactures of various kinds, in addition to those already here, will at no very distant day make it more well-to-do than it is. There can be no doubt. The raw material is here, living is cheap and labor can be had abundantly.

In the wood-working line there are special inducements for factories to locate here. Too much timber is shipped away and too little manufactured here. Furniture factories, wagon factories, spoke and handle factories, box shock factories, veneer factories and other wood-working establishments would do well here. The lumber that is shipped from here is pretty much altogether pine and oak; the hickory, beech, walnut, ash, poplar, gum, cypress, dogwood and persimmon to be found in immense quantities in the forests have scarcely been touched.

A factory to make baskets, barrels and boxes for truck shipping, for oyster packing and for can goods packing, to name a few, would do the trade right at home. The shippers now get their baskets, barrels and boxes from Baltimore.

Wide-Awake Business Men. Other new industries that would flourish here are a harness factory and a brick and tile-making establishment. A planing mill and sash, blind and door factory would pay a handsome dividend from the very start.

Last January the people of Urbanna got together and organized a Business Men's Association, which is in active operation, and is determined to let the people of the outside world know what Urbanna is and what it can be. The officers are J. H. Hurley, president; R. S. Bristow, vice-president, and Walter H. Ryland, secretary. These officers and the wide-awake committees of the association are ready, willing and anxious to answer any inquiries concerning the business affairs of Urbanna, and they invite correspondence from investors and manufacturers. They have a good story to tell, too, for together with the business attractions and the good outlook for greater business in all directions, it is one of the most sociable and hospitable towns in the State. The people are a kindly, well educated and intelligent folk, and one of the young men, who has recently located here, remarked to me to-day that the folks have a better time here and enjoy life in the better way more than any folks in the world. From what I have seen of the town and surrounding country and the people of it I am disposed to believe he is very nearly if not entirely correct.

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